

Message Text

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PAGE 01 SYDNEY 00483 050736Z

12

ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 /017 W

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R 050609Z MAR 76

FM AMCONSUL SYDNEY

TO SECSTATE WASHDC 6817

INFO AMEMBASSY CANBERRA

UNCLAS SYDNEY 0483

E.O. 11652: N/A

TAGS: BTIO, AS

SUBJ: FOREIGN INVESTMENT OPPORTUNITY: LONDONTOWN CORPORATION,
MEN'S AND WOMEN'S OUTERWEAR AND SPORTSWEAR: OPPORTUNITY
NO. 12-75-098

REF: STATE A-39; SYDNEY 0273; USDOC 02308

1) POST HAS DISCUSSED SUBJECT PROPOSAL WITH FOLLOWING
INTERESTED PARTY:

H.J. BICKERSTAFF & CO.

45 MARKET STREET

SYDNEY, N.S.W. 2000

ATTN: MR. HARLEY J. BICKERSTAFF, MANAGING DIRECTOR

2) MR. BICKERSTAFF, IN TURN, HAS CONSULTED WITH LEADING
AUSTRALIAN RETAIL STORE DAVID JONES LTD. WITH VIEW TO
MAKING JOINT FEASIBILITY STUDY OF THE LOCAL LAUNCHING OF
LONDONTOWN PROPOSAL.

3) AT THIS STAGE, BICKERSTAFF AND DAVID JONES BELIEVE
A DISTRIBUTORSHIP AGREEMENT WOULD PROVE THE MOST VIABLE
BUSINESS ARRANGEMENT RATHER THAN IMMEDIATE ESTABLISHMENT
OF A LICENSING VENTURE WITHOUT BENEFIT OF THOROUGH AND
PRACTICAL MARKET RESEARCH IN TERMS OF DEMAND AND
PRODUCT SUITABILITY.

4) MR. COLIN ORR, DIRECTOR OF DAVID JONES, WILL BE IN
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NEW YORK BETWEEN APRIL 11-14 WHEN HE WOULD LIKE TO MEET

WITH LONDONTOWN EXECUTIVES ON BEHALF OF BICKERSTAFF & CO.

5) POST REQUESTS COMMERCE ASSISTANCE IN SCHEDULING
APPOINTMENT FOR ORR THROUGH DAVID JONES/NEW YORK AGENTS,
R.W. CAMERON & CO. INC., GREYBAR BUILDING, 420 LEXINGTON,
NEW YORK, TEL. 889-8575, ATTN. MISS MOODY. ORR WOULD
PREFER TO MEET WITH LONDONTOWN ON APRIL 11 OR 12 IF
POSSIBLE.

6) BICKERSTAFF IS EXPERIENCED IN THE TRADE AND WELL
KNOWN TO POST.

7) PLEASE CONFIRM.

8) WITH REFERENCE TO USDOC 02308, CATALOGS HAVE NOT
ARRIVED TO DATE.
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Message Attributes

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